

Shubham Sanjay

Senior Inside Sales Executive



3 Years 7 Months



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Profile Summary

Experienced Inside Sales Professional with a proven track record of exceeding sales targets, driving revenue growth, and utilizing consultative sales techniques. Skilled in identifying customer needs and delivering tailored solutions to maximize satisfaction and loyalty. Expertise in managing the complete sales cycle, from lead generation to post-sales support. Well-versed in nurturing customer relationships to cultivate enduring partnerships. Proficient in driving business expansion through strategic sales strategies and prioritizing superior customer service.



Education

MBA/PGDM, 2018

Glocal University, Saharanpur

B.Tech/B.E., 2016

SRM university (SRMU)



Work Experience

Jan 2023 - Aug 2024

Senior Inside Sales Executive

Narayana consultancy services

- Exceeded sales targets consistently, driving revenue growth
 - Utilized consultative sales approach to identify customer needs and deliver tailored solutions, maximizing satisfaction and loyalty
 - Proficient in managing the complete sales cycle, from prospecting and qualifying leads to closing deals and providing post-sales support
- Exhibit Technical Proficiency. Feature Data Analytics Skills. Illustrate Contributions to Sales Targets. Specify Social Media Skills.

May 2021 - Nov 2022

Business Development Associate

BYJUS

Have to communicate with the students and parents over a call
Have to connect with them over a Zoom Call-- Google meet



Key skills

- Edtech
- Education Counsellor
- Career Counselling
- Admissions
- Admission Counselling
- Cold Calling
- Inside Sales
- B2C Sales
- Career Development
- Education Counseling
- Educational Sales
- Education Industry
- Counselling
- Edutech
- Academics
- Marketing
- Digital Marketing
- Lead Generation
- Leadership Skills
- Lead Management



Personal Information

City Bengaluru

Country INDIA



Languages

- English
- Hindi

counsel them Counsel the students on learning pedagogies
??? Identify and develop strategic relationships with potential customers.

??? Maintaining strong follow-up and regular feedback calls
.digital marketing
social media

Nov 2020 - Apr 2021

Business Development Associate

Square Yards

- Acquiring leads and onboarding them to the company portal.
- Registering 4-5 real estate agents or brokers daily.
- Providing daily lead generation reports to the ASM.
- Exceeding monthly targets set by the ASM through effective lead generation. To provide sales and marketing support in building a pipeline of leads to meet business plans, quotas and company objectives